

Message Text

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PAGE 01 STATE 065694
ORIGIN STR-02

INFO OCT-01 SS-14 ISO-00 EB-04 STRE-00 SSO-00 IO-06
EUR-08 OMB-01 TRSE-00 INR-05 INRE-00 CIAE-00 L-01
OIC-01 SP-02 /045 R

DRAFTED BY STR/AHUGHES:JEH
APPROVED BY STR/WBKELLY,JR
STR:AMBASSADOR AWOLFF
STATE/EB/HKOPP

-----110818 150047Z /75

O 150028Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY BRUSSELS IMMEDIATE
INFO USMISSION GENEVA IMMEDIATE

C O N F I D E N T I A L STATE 065694

LIMDIS/USMTN

E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: MTN: TARIFFS

REF: BRUSSELS 5012

1. WE BELIEVE THAT THE PRESENT U.S. OFFER IS VERY ATTRACTIVE AND FORTHCOMING. OUR OFFER TO THE EC WOULD RESULT IN A DEPTH OF CUT OF 52 PERCENT ON THE BASIS OF DUTIABLE TRADE (EXCLUDING PETROLEUM AND DEFERRED ITEMS) AND A NEW 3.2 PERCENT AVERAGE RATE OF DUTY AGAINST IMPORTS FROM THE EC. IN CONTRAST, THE EC OFFER WOULD RESULT IN A DEPTH OF CUT IN FAVOR OF THE U.S. OF ONLY 39 PERCENT WITH A NEW AVERAGE OF 5.4 PERCENT AGAINST IMPORTS FROM THE U.S. AT THIS TIME WE SEE NO REASON TO PROVIDE ANY INDICATION OF
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AREAS WHERE THE U.S. OFFER IS OPEN TO IMPROVEMENT. TO DO SO WOULD GIVE THE IMPRESSION TO THE EC THAT THE U.S. OFFER IS INFERIOR.

2. WE BELIEVE THE TWO-STEP PROCESS (I.E., REQUESTS FOR IMPROVEMENTS FIRST, WITHDRAWALS LATER) CONTEMPLATED BY THE EC IS A LOGICAL AND CONSTRUCTIVE WAY TO PROCEED. WE PLAN

TO FOLLOW THIS APPROACH OURSELVES AND ARE PREPARING A LIST
OF IMPROVEMENTS THAT WE INTEND TO ASK THE EC TO CONSIDER.
THIS LIST IS EXPECTED TO BE READY BY THE END OF MARCH.

3. THE NEXT STAGE OF THE NEGOTIATIONS SHOULD FOCUS ON
IMPROVEMENTS OF OFFERS RATHER THAN WITHDRAWALS. BECAUSE
OF THE MAXIMAL NATURE OF U.S. OFFER, IT WILL BE DIFFICULT
TO MAKE IMPROVEMENTS. NONETHELESS, WE WILL CAREFULLY
CONSIDER ANY REQUESTS FOR IMPROVEMENTS IN OUR OFFER THAT
ARE RECEIVED FROM THE EC AND OTHER COUNTRIES. VANCE

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Decaption Note: 25 YEAR REVIEW
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Disposition Approved on Date:
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